

# Intercultural négociation



ECTS  
2 crédits



Composante  
IAE Savoie  
Mont Blanc

## En bref

- › **Langues d'enseignement:** Anglais
- › **Ouvert aux étudiants en échange:** Oui

## Présentation

### Objectifs

The objective of this course is to hone knowledge and skills for negotiating in intercultural contexts.

### Heures d'enseignement

CM	Cours Magistral	6h
TD	Travaux Dirigés	6h

### Pré-requis obligatoires

Required: capacity and willingness to participate actively and constructively in and interactively Master 2 level course in English.

Helpful:

- knowledge of intercultural communication and management including definitions of culture and the cultural dimensions (Hofstede, Trompenaars, Hall) as studied in the M1 course on Cultural Differences and/or during Erasmus study
- experience with negotiation in any setting, professional or otherwise

### Plan du cours

The course plan for this 12-hour seminar includes:

- Study of the key concepts: principle-based negotiation, intercultural dimensions affecting communication in negotiation, and negotiated culture
- Making connections between these concepts to lived experience by way of reflection on students' experiences and simulations in class.

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## Compétences visées

- Recognizing several communication styles and techniques involved with intercultural negotiation
- Participating constructively in negotiations in international contexts

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## Bibliographie

- Recognizing several communication styles and techniques involved with intercultural negotiation
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## Infos pratiques

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### Contacts

Responsable du cours

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### Lieux

- › Chambéry (domaine universitaire de Jacob-Bellecombette - 73)

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### Campus

- › Chambéry / campus de Jacob-Bellecombette